

GSB Online Seminars

October 2017

Co-Sponsored By:

The Graduate School of Banking at the University of Wisconsin-Madison and Oklahoma Bankers Association

Upcoming Programs (listed in start date order):

For additional information— including detailed seminar descriptions and presenter bios— and to register online, please visit <http://gsb.virtualvenues.com/store>

Intro to Commercial Lending

Presented by: David Osburn, on October 3 from 10:00-11:30 a.m. Central Time
<http://gsb.virtualvenues.com/store/208550-intro-to-commercial-lending-fa17>

Intro to Consumer Lending

Presented by: David Osburn, on October 3 from 2:00-3:30 p.m. Central Time
<http://gsb.virtualvenues.com/store/208548-intro-to-consumer-lending-fa17>

Create a Culture of Employee Engagement and Reduce Turnover

Presented by: Ann Lueth, on October 4 from 10:00-11:30 a.m. Central Time
<http://gsb.virtualvenues.com/store/207359-create-a-culture-of-employee-engagement-and-reduce-turnover-fa17>

SBA 7(a) Loan Guaranty Program

Presented by: Charles Green, on October 4 from 2:00-3:00 p.m. Central Time
<http://gsb.virtualvenues.com/store/208495-sba-7-a-loan-guaranty-program-fa17>

SBA CDC/504 Loan Guaranty Program

Presented by: Charles Green, on October 5 from 10:00-11:00 a.m. Central Time
<http://gsb.virtualvenues.com/store/208496-sba-cdc-504-loan-guaranty-program-fa17>

SBA Express Loan Programs

Presented by: Charles Green, on October 5 from 2:00-3:00 p.m. Central Time
<http://gsb.virtualvenues.com/store/208492-sba-express-loan-programs-fa17>

Community Bank Capital Raising Simplified

Presented by: Greyson Tuck, on October 10 from 10:00-11:00 a.m. Central Time
<http://gsb.virtualvenues.com/store/207232-community-bank-capital-raising-simplified-fa17>

Troubled Debt Restructuring

Presented by: David Osburn, on October 10 from 10:00-11:30 a.m. Central Time
<http://gsb.virtualvenues.com/store/206677-troubled-debt-restructuring-fa17>

Developing an Enterprise-Wide Risk Assessment

Presented by: Marcia Malzahn, on October 12 from 2:00-3:30 p.m. Central Time
<http://gsb.virtualvenues.com/store/205317-developing-an-enterprise-wide-risk-assessment-fa17>

Financial Analysis of Community Bank Acquisitions

Presented by: Greyson Tuck, on October 17 from 10:00-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208508-financial-analysis-of-community-bank-acquisitions-fa17>

Commercial Real Estate Cash Flow: Analyzing Income-Producing or Rental Real Estate, Plus Global Cash Flow Issues

Presented by: Richard Hamm, 4-part program held on October 17, 24 & 31, November 7 from 8:30-10:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208512-commercial-real-estate-cash-flow-analyzing-income-producing-or-rental-real-estate-plus-global-cash-flow-issues-4-parts-fa17>

Commercial Real Estate Appraisals: Reviewing and Interpreting

Presented by: Richard Hamm, 4-part program held on October 17, 24 & 31, November 7 from 10:30 a.m. - 12:00 p.m. Central Time

<http://gsb.virtualvenues.com/store/208510-commercial-real-estate-appraisals-reviewing-and-interpreting-4-parts-fa17>

Keys to Understanding Personal and Global Cash Flow from Tax Returns

Presented by: Richard Hamm, 4-part program held on October 17, 24 & 31, November 7 from 1:00-2:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/208514-keys-to-understanding-personal-and-global-cash-flow-from-tax-returns-4-parts-fa17>

Building a Recognition Program for Success

Presented by: Ann Lueth, on October 18 from 10:00-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/207220-building-a-recognition-program-for-success-fa17>

The World of Trusts for Bankers

Presented by: Jim Lethert, on October 18 from 10:00-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208564-the-world-of-trusts-for-bankers-fa17>

Strategies for Family Banks

Presented by: Philip Smith, on October 19 from 10:00-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/210576-strategies-for-family-banks-fa17>

Loan Underwriting Mistakes

Presented by: Linda Larger, on October 19 from 9:30-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208560-loan-underwriting-mistakes-fa17>

How to Boost Your Team's Prospecting Results

Presented by: Ned Miller, on October 24 from 10:00-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208504-how-to-boost-your-team-s-prospecting-results-fa17>

Top 5 IT Risk Assessments Necessary for Your Bank

Presented by: Chad Knutson, on October 26 from 2:00-3:30 p.m. Central Time

<http://gsb.virtualvenues.com/store/205885-top-5-it-risk-assessments-necessary-for-your-bank-fa17>

Problem Loan Identification and Prevention

Presented by: Linda Larger, on October 26 from 9:30-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208566-problem-loan-identification-and-prevention-fa17>

Interviewing Skills for Better Hires

Presented by: Patrice McGuire, on October 27 from 9:30-11:00 a.m. Central Time

<http://gsb.virtualvenues.com/store/208552-interviewing-skills-for-better-hires-fa17>

Landscape of Agriculture Today and Tomorrow

Presented by: Michael Boehlje, 2-part program held on October 31 & November 2 from 10:00-11:30 a.m. Central Time

<http://gsb.virtualvenues.com/store/208490-landscape-of-agriculture-today-and-tomorrow-2-parts-fa17>

About The GSB Online Seminar Series

The GSB Online Seminar Series offers a convenient, cost-effective way to access quality educational opportunities. GSB seminars are designed to meet the dynamic learning needs of today's busy financial professional and are delivered by some of today's top industry experts. All sessions are recorded, so if you're unable to attend one of the live presentations, it's no problem! When you register for a GSB Online Seminar, you'll have access to the live presentation as well as a recording of the live session in case you are unable to attend the entire program. There is no additional fee to view the recording, it's included in your registration fee. It's your choice to attend the live session, view the recording—or do both—based on your schedule. With the GSB Online Seminar Series you'll benefit from:

- Nearly 100 relevant, bank-specific courses that deliver must-know information
- A variety of live, interactive courses offered throughout the year—each recorded for scheduling flexibility
- Additional On-Demand seminars on popular topics available anytime, anywhere, to fit your schedule. Instructor contact information is provided so you have the ability to ask questions as you go through the recordings.
- Competitive pricing—one fee allows multiple attendees to participate through a single connection and includes all handouts and materials
- State-of-the-art technology that ensures a quality learning experience
- The faculty and expertise of the nation's most respected graduate banking school

For additional information, please visit gsb.org